

Message Text

UNCLASSIFIED

PAGE 01 BONN 13664 291303Z

46

ACTION EUR-06

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FM AMEMBASSY BONN

TO USDOC WASHDC

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UNCLAS BONN 13664

USDOC

E.O. 11652: N/A

TAGS: BFOL, GW

SUBJECT: ADS REQUEST - ZIMMERMAN PACKING, CINCINNATI, OHIO

REF: BONN 17567 OF DECEMBER 6, 1973

THE FOLLOWING COMMENTS WERE RECEIVED BY THE EMBASSY REGARDING
THE FOLLOW-UP ACTION ON SUBJECT FIRM'S ADS:

1. A FOLLOW-UP CONTACT WITH HERMANN STOCKS & CO. IN HAMBURG HAD
NEGATIVE RESULTS, SINCE FIRM IS NO LONGER INTERESTED. NO OTHER
PROSPECTS COULD BE FOUND IN THE HAMBURG AREA SINCE APPARENTLY
SIMILAR EQUIPMENT OF GERMAN ORIGIN IS AVAILABLE ON THE MARKET
AT LOWER PRICES. AN ACTUAL PRICE COMPARISON IS, HOWEVER, HARDLY
POSSIBLE BECAUSE THE GERMAN EQUIPMENT IS MUCH SIMPLER AND THE
PRICES QUOTED BY ZIMMERMAN ARE "STOCKING DISTRIBUTORS NET PRICES"
OBVIOUSLY VALID FOR THE US MARKET AND NOT HELPFUL IN CALCULATING
LANDED COSTS.

2. FOLLOW-UP WITH BRENNENSTUHL REVEALED THAT THE GERMAN FIRM HAD
INFORMED ZIMMERMAN THAT THEY ARE NOT INTERESTED AFTER HAVING
SEEN THE CATALOG. SEVERAL OTHER COMPANIES CONTACTED REPORTED THAT
THEY DO NOT SEE A MARKET IN GERMANY FOR THIS PRODUCT.
CASH

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Message Attributes

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Disposition Authority: n/a
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Disposition Event:
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